

EXHIBIT 1

1 UNITED STATES DISTRICT COURT
2 FOR THE NORTHERN DISTRICT OF CALIFORNIA,
3 SAN FRANCISCO DIVISION

----- X

3 ARIA DIAGNOSTICS, INC.,

Plaintiff

4 vs.

5 SEQUENOM, INC.,

Defendant.

6 Case No.: 3:11-cv-06391SI

----- X

7 SEQUENOM, INC.,

8 Counterclaim Plaintiff,

9 vs.

10 ARIA DIAGNOSTICS, INC.,

11 Counterclaim Defendant,

12 and

13 ISIS INNOVATION LIMITED,

14 Nominal Counterclaim
15 Defendant.

----- X

16 1800 Avenue of the Stars
17 Los Angeles, California

18 May 23, 2012
19 9:22 a.m.

20 VIDEOTAPED DEPOSITION OF JOHN R. STUELPNAGEL, DVM,
21 taken by the Defendants, commencing at the hour of
22 before Lynette Marie Nelson, Certified Shorthand
23 Reporter in and for the State of California.

24 ELLEN GRAUER COURT REPORTING CO. LLC
25 126 East 56th Street, Fifth Floor
New York, New York 10022
212-750-6434
Ref: 100613

1 P R O C E E D I N G S

08:44:22 2 THE VIDEOGRAPHER: Good morning. The time on
09:22:18 3 the record is 9:22 a.m. Today's date is May the 23rd,
09:22:22 4 2012.

09:22:23 5 My name is Javan Heard, contracted by Ellen
09:22:28 6 Grauer Court Reporting.

09:22:29 7 The court reporter today is Lynette Nelson,
09:22:30 8 also contracted by Ellen Grauer Court Reporting, located
09:22:35 9 at 126 East 56th Street, New York, New York 10022.

09:22:41 10 This begins the videotaped deposition of
09:22:43 11 Dr. John Stuelpnagel -- Stuelpnagel -- excuse me --
09:22:50 12 testifying in the matter of Aria Diagnostics, Inc.
09:22:54 13 versus Sequenom, Inc. Counterclaim Sequenom versus
09:22:58 14 Aria Diagnostics et al. Held in the United States
09:23:01 15 District Court, Northern District of California,
09:23:04 16 San Francisco Division, Case No. 3:11-CV-06391-SI taken
09:23:13 17 at 1800 Avenue of the Stars, Los Angeles, California.

09:23:17 18 The video and audio recordings will take place
09:23:20 19 at all times during this deposition unless all counsel
09:23:23 20 agree to go off the record. The beginning and end of
09:23:26 21 each media will be announced.

09:23:29 22 Will counsel please identify yourselves and
09:23:31 23 state whom you represent.

09:23:32 24 MR. ROTTER: This is Jonathan Rotter for
09:23:34 25 Sequenom. With me is Alicia Clough and Steve Holmes.

1 STUELPNAGEL

10:34:59 2 A. There are multiple sources: the first that
10:35:02 3 comes to mind is our extensive clinical trial processes.
10:35:08 4 We have more clinical trials and more patients in our
10:35:15 5 clinical trials than any of our competitors. And so we
10:35:19 6 believe we are validating our test more extensively than
10:35:26 7 our competitors. We have also, through those, developed
10:35:29 8 good relationships for those clinical sites that might
10:35:36 9 become our customers.

10:35:38 10 In addition, we think we provide the most
10:35:41 11 informative result. That whereas our competitors only
10:35:46 12 provide a quantitative yes/no, positive/negative answer,
10:35:53 13 we think we more appropriately provide both a
10:35:56 14 qualitative answer, in our case, we classify that as low
10:36:00 15 risk or high risk, as well as a quantitative answer,
10:36:04 16 which is for that individual patient, we can give that
10:36:08 17 patient and her physician a personalized risk score.

10:36:14 18 In addition, we think we are making the Harmony
10:36:17 19 Test the most accessible test in the noninvasive
10:36:22 20 prenatal diagnostic space through our relationship with
10:36:27 21 LabCorp, through our pricing strategy, and through our
10:36:34 22 insurance and reimbursement strategies, making this test
10:36:39 23 available to physicians and their patients.

10:36:46 24 And finally, we think we have streamlined the
10:36:51 25 work flow associated with ordering and receiving our

1 STUELPNAGEL

10:36:56 2 test. We have access to over 1,000 phlebotomy service
10:37:05 3 centers through our LabCorp relationship. The LabCorp
10:37:09 4 relationship also brings genetic counseling expertise so
10:37:13 5 that we can help physicians understand the results more
10:37:17 6 completely. And we think we have the best customer
10:37:24 7 service available.

10:37:27 8 Q. How has Ariosa developed good relationships
10:37:29 9 with the clinical sites that might become Ariosa's
10:37:32 10 customers?

10:37:33 11 A. I think we develop good relationships by being
10:37:37 12 upfront, honest in our communication and being
10:37:43 13 responsive to their needs and concerns.

10:37:50 14 Q. For the clinical sites involved with Ariosa's
10:37:53 15 validation testing, is it Ariosa's intent to attempt to
10:37:58 16 turn those sites into customers after the testing is
10:38:01 17 done?

10:38:03 18 A. Our intent is to try to convince every
10:38:05 19 physician who manages pregnancy for women to become
10:38:11 20 customers, and that would include our clinical sites.

10:38:16 21 Q. Do you believe that Ariosa has an advantage
10:38:19 22 with the clinical sites at which it is conducting
10:38:23 23 validation testing for that eventual commercial
10:38:26 24 conversion?

10:38:27 25 MR. GINDLER: Objection to the form of the

1 STUELPNAGEL

10:55:49 2 entire pregnant population"?

10:55:51 3 A. I see that bullet.

10:55:53 4 Q. And is it Ariosa's commercial strategy to
10:55:57 5 promote the Harmony Prenatal Test to the entire pregnant
10:56:02 6 population?

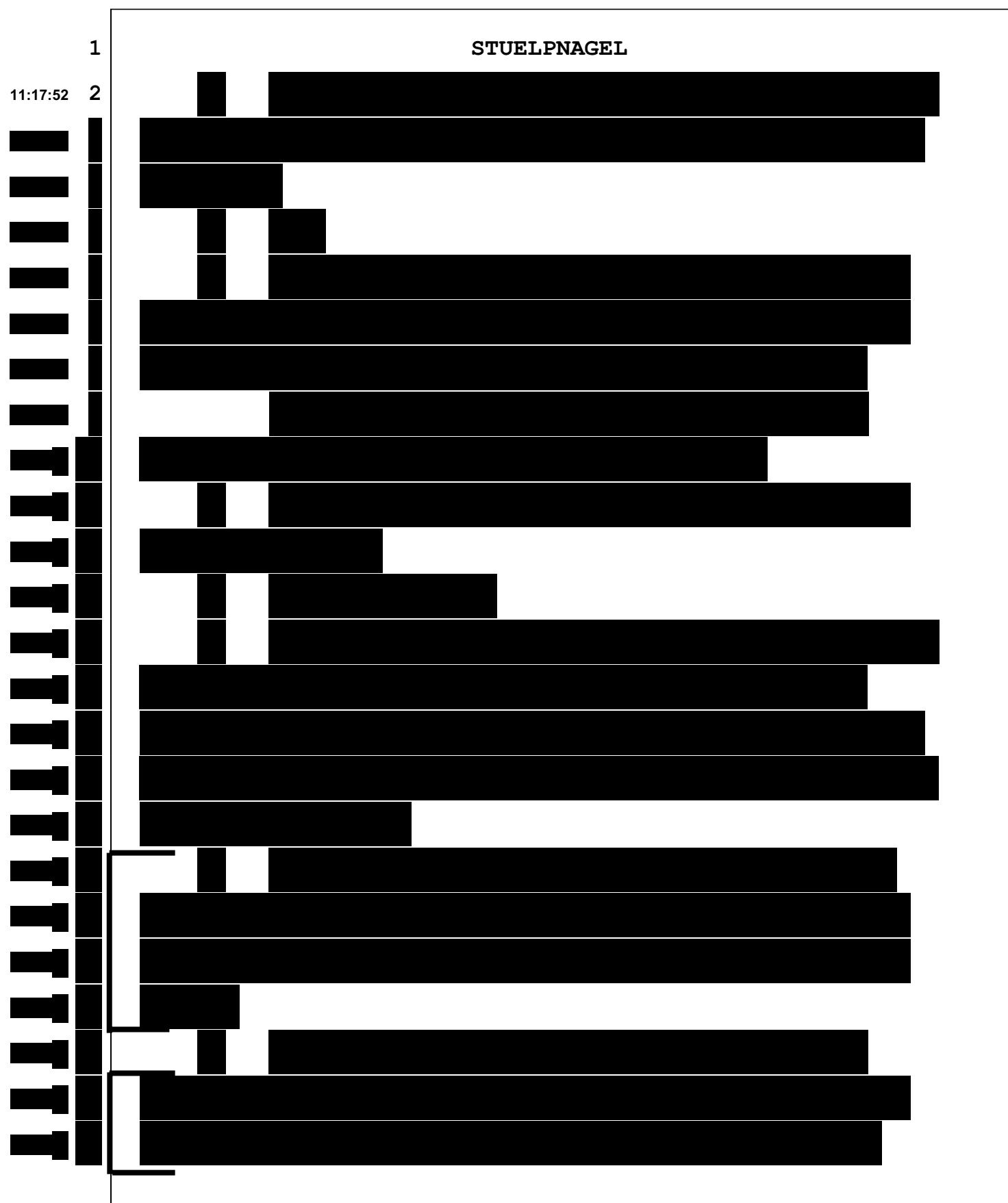
10:56:02 7 A. I think it's correct to say our vision at the
10:56:07 8 Harmony Test, everything we've done is with the goal of
10:56:11 9 making this wonderful technology available to all
10:56:14 10 pregnant women. In terms of how we're positioning it
10:56:18 11 today in the marketplace, I think we try to be very
10:56:23 12 clear that our test is available for physicians to
10:56:28 13 consider for all pregnant women. We make no
10:56:32 14 restrictions -- we place no restrictions on those
10:56:36 15 physicians on how they choose to order our test.

10:56:39 16 Q. Is Ariosa informing the market that the Harmony
10:56:43 17 Prenatal Test can be used in any pregnant woman at any
10:56:46 18 time after ten weeks?

10:56:48 19 MR. GINDLER: Objection to the form of the
10:56:49 20 question.

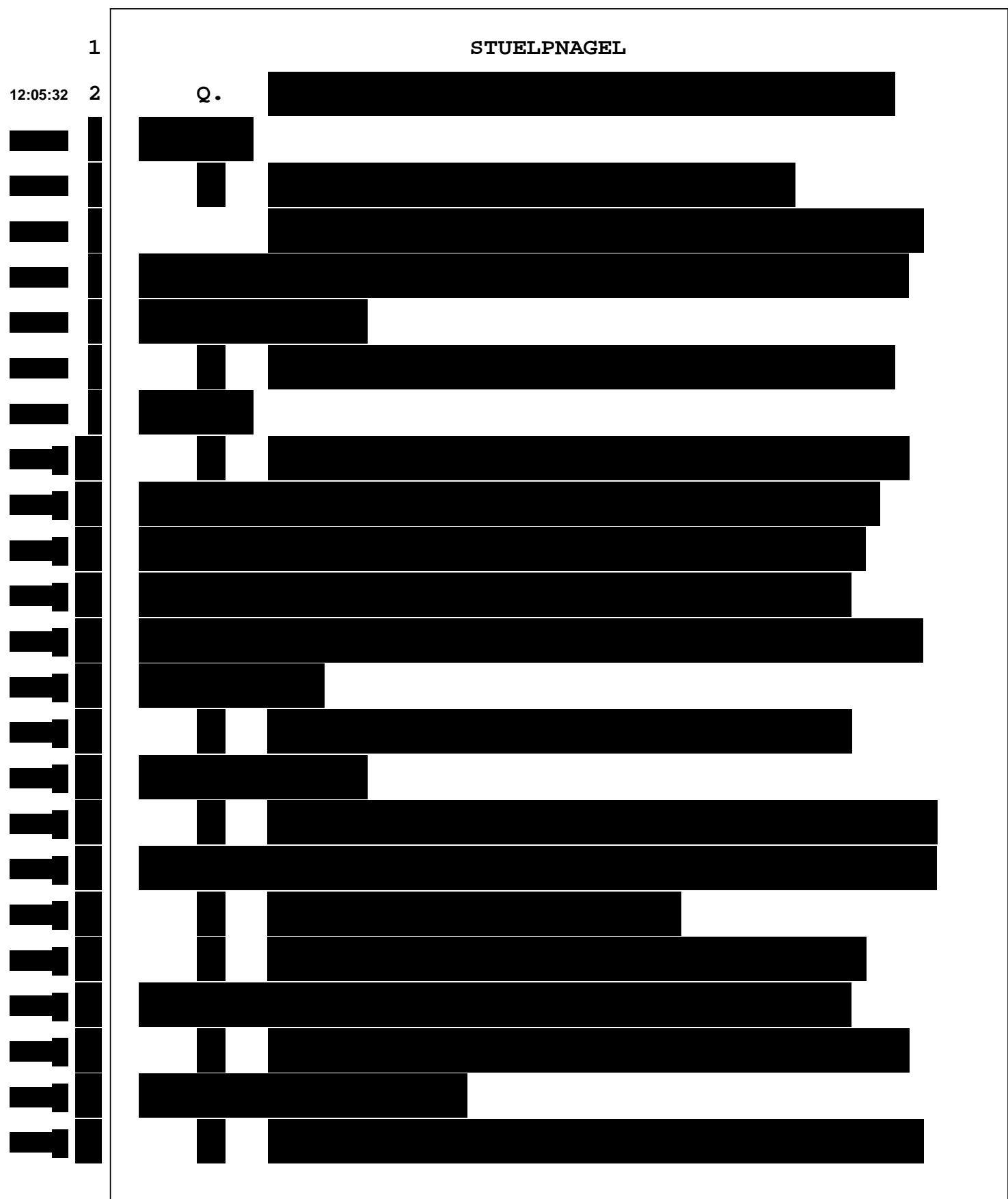
10:56:51 21 THE WITNESS: I believe we are saying that the
10:56:58 22 Harmony Test can be used at whatever the physician
10:57:04 23 directs the test to be used for after ten weeks of
10:57:08 24 gestation.

10:57:09 25 BY MR. ROTTER:



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11:19:50 2 [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
11:20:23 10 Q. If you could flip forward to page 49 of the PDF
11:20:30 11 to the slide titled "Advocate Support for Aria."
11:20:36 12 A. Yes.
11:20:39 13 Q. Do you have an understanding of what "Advocate
11:20:41 14 Support for Aria" means?
11:20:45 15 A. I have not reviewed this specific slide, but my
11:20:48 16 understanding of what we've been trying to do with
11:20:52 17 respect to support for the Ariosa test is to engage
11:21:00 18 special interest groups that have an interest in
11:21:09 19 trisomies, specifically those foundations and
11:21:12 20 associations with Down syndrome, with Trisomy 18 and
11:21:17 21 Trisomy 13, and try to best figure out how we can work
11:21:23 22 as partners in the process of helping patients get the
11:21:29 23 information they need when a Harmony Prenatal Test comes
11:21:34 24 back as high risk.
11:21:38 25 Q. Do you see in the slide what it says in the



1 STUELPNAGEL

12:17:23 2 BY MR. ROTTER:

12:17:24 3 Q. Does the share price of Sequenom impact
12:17:26 4 Sequenom's -- I'll start that one over.

12:17:31 5 Does Sequenom's share price impact its ability
12:17:34 6 to raise capital?

12:17:37 7 MR. GINDLER: Objection to form.

12:17:39 8 THE WITNESS: I don't think so. Obviously,
12:17:43 9 when a company gets delisted or has a stock price less
12:17:49 10 than \$1, its ability to raise money is negatively
12:17:53 11 impacted because of that stock price. Sequenom once
12:17:58 12 encountered that problem and had to recapitalize and do
12:18:01 13 a reverse split of their stock to get their stock price
12:18:04 14 above \$1.

12:18:06 15 So to the extent that any company falls below a
12:18:10 16 certain minimum where institutional investors feel
12:18:12 17 comfortable investing, your statement is correct;
12:18:17 18 however, in the range that Sequenom is now trading, I
12:18:22 19 have no information that variations on that stock price
12:18:26 20 influence their ability to raise money at all.

12:18:35 21 MR. GINDLER: Before you do the next document,
12:18:36 22 would it be okay if we took our lunch break now.

12:18:40 23 MR. ROTTER: It would.

12:18:41 24 MR. GINDLER: That would be great.

12:18:41 25 Elizabeth, can you get two copies of the

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STUELPNAGEL

12:18:43 2 LabCorp agreement which are in 6-D.

12:18:49 3 MS. TWAN: Sure.

12:18:50 4 MR. GINDLER: Great.

12:18:50 5 We'll get a couple of hard copies for you.

12:18:53 6 MR. ROTTER: That would be great.

12:18:53 7 MR. GINDLER: I need to make a phone call. Now
12:18:54 8 would be a good time to do it.12:18:56 9 THE COURT REPORTER: We're going to go off the
12:18:58 10 record if you don't mind.12:19:00 11 THE VIDEOGRAPHER: Time off the record is
12:19:01 12 12:18 p.m.

12:19:02 13

12:47:56 14 THE VIDEOGRAPHER: Time back on the record is
01:36:10 15 1:35 p.m.

01:36:11 16 Counsel, you may proceed.

01:36:13 17 MR. ROTTER: I will mark the next exhibit,
01:36:18 18 which is, I believe, 28.

01:36:19 19 (Exhibit No. 28 marked for identification.)

01:36:22 20 BY MR. ROTTER:

01:37:49 21 Q. Do you recognize Exhibit 28?

01:37:51 22 A. I do.

01:37:52 23 Q. What is it?

01:37:53 24 A. It's a pitch dec by a marketing third-party
01:38:00 25 firm. What I don't know is whether we had actually

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STUELPNAGEI

01:38:03 2 decided to work with them before this or if this was
01:38:06 3 after we had our engagement letter signed.

01:38:14 4 Q. Could you flip forward to the page that's
01:38:16 5 labeled at the bottom AD-16189.

01:38:28 6 Do you see at the bottom of that page, there's
01:38:30 7 a sentence that starts with the words "key insight"?

01:38:43 8 A. I see that.

01:38:45 9 | Q.

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10

[REDACTED]

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01.09.34 23

01:39:38 24

9. When did that work stop?

A. It would have been a few months ago. It was in neighborhood of, you know, sort of a six-month,

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STUELPNAGEL

01:42:12 2 MaterniT21 test?

01:42:16 3 A. No. In fact, and I think I was appropriately
01:42:18 4 careful in my declaration, too. We let the data be
01:42:23 5 interpreted by people. We think both tests are very,
01:42:29 6 very good. I think if you looked at the strict
01:42:32 7 sensitivity and specificity numbers for Trisomy 21, you
01:42:37 8 would come to maybe the quick conclusion that our test
01:42:41 9 is better.

01:42:42 10 But you asked a very important point earlier
01:42:45 11 around confidence intervals. And whenever we have
01:42:47 12 cohorts of 100 or 200 or 50, there are error bars around
01:42:55 13 simply the counting statistics of -- of being either
01:42:58 14 good or lucky.

01:43:03 15 Q. Does Ariosa use its pricing to help the market
01:43:07 16 understand that it is intended to be a replacement for a
01:43:12 17 screening test?

01:43:13 18 MR. GINDLER: Objection to form.

01:43:15 19 THE WITNESS: Again, we don't characterize the
01:43:19 20 use of our test to physicians. We are trying to be
01:43:22 21 very, very careful here now and so I am trying to be
01:43:25 22 careful here so I represent exactly how we feel about
01:43:28 23 this.

01:43:29 24 We will support a physician however they decide
01:43:32 25 to best use our test for their particular patient. If

1 STUELPNAGEL

01:43:36 2 that is in front of an invasive test, we will certainly
01:43:40 3 help that physician get those results. If they want to
01:43:44 4 use this in conjunction with serum maternal screening or
01:43:49 5 first trimester ultrasound and nuchal translucency,
01:43:51 6 we'll support that, too.

01:43:55 7 If they want to use this as a complete
01:43:57 8 replacement to quad maternal screening or replacement to
01:44:00 9 first trimester screening, that's fine with us, too.

01:44:03 10 Our job so to make sure that we are performing
01:44:06 11 this test well, we validated it and have made the right
01:44:09 12 representations about our validation. So we actually
01:44:13 13 don't think of our test as being a replacement for
01:44:17 14 anything. We think of it as enabling the physician to
01:44:20 15 make the choices that they can make using our test.

01:44:26 16 BY MR. ROTTER:

01:44:28 17 Q. But there are some applications for which you
01:44:32 18 would -- strike that.

01:44:35 19 Is it fair to say that Ariosa would feel that
01:44:38 20 it's appropriate for a physician to use the Harmony Test
01:44:41 21 instead of serum maternal screening but that Ariosa does
01:44:45 22 not feel that it's appropriate for a physician to use
01:44:48 23 the Harmony Test instead of an invasive confirmatory
01:44:54 24 procedure?

01:44:55 25 MR. GINDLER: Objection to form.

1 STUELPNAGEL

01:44:58 2 [REDACTED] THE WITNESS: Again, that is a decision that we
01:45:01 3 leave to the physician. We have reservations about
01:45:09 4 using our test as a replacement to invasive testing.
01:45:16 5 The data suggests that once somebody has an identifiable
01:45:21 6 abnormality on ultrasound or through other biochemical
01:45:25 7 tests, only 50 percent of those will be due to the
01:45:28 8 common trisomies, 13, 18 and 21. And so if the
01:45:31 9 physician decides to use the test in front of an
01:45:35 10 invasive procedure and decide if the test comes back
01:45:39 11 negative or low risk that they are not going to proceed
01:45:42 12 to an invasive test, then as long as the physician makes
01:45:47 13 clear to the patient the benefits of this test and the
01:45:52 14 limitations of this test, whether it's our test or
01:45:54 15 MaterniT21, we're comfortable with that positioning.

01:46:03 16 BY MR. ROTTER:

01:46:03 17 Q. Understood. But just to be clear, you would
01:46:06 18 not be comfortable with a physician recommending
01:46:10 19 termination of a pregnancy based solely on the
01:46:14 20 Harmony Test without further invasive confirmation?

01:46:17 21 A. So that, I agree with. So that, that point, I
01:46:20 22 actually do agree with, that these tests are too new to
01:46:25 23 be used in that diagnostic realm, that a positive NIPT
01:46:31 24 test, noninvasive prenatal -- prenatal test, whether
01:46:35 25 it's our test or Verinata's test or Sequenom's test,

STUELPNAGEI

02:50:15 2 BY MR. ROTTER:

Q.

02:50:15 3 Q.

Category	Value
1	0
2	0
3	3
4	0
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6	0
7	0
8	0
9	0
10	0
11	0
12	0
13	0
14	0
15	125

Q. Could you please flip forward to page 33.

02:51:58 22 Do you see that this slide refers to a soft
02:52:00 23 launch from February 13 to May 7?

02:52:02 24 A. I see that.

Q. What is a "soft launch"?

1 STUELPNAGEL

03:58:46 2 completely how Verinata has positioned their test. I
03:58:49 3 will say that they use essentially the same Sequenom
03:58:54 4 technology, the MPSS, and thus, they have cost issues
03:59:02 5 relative to us competitively.

03:59:04 6 BY MR. ROTTER:

03:59:09 7 Q. From what sources have you derived your
03:59:12 8 understanding of Verinata's test?

03:59:14 9 A. From their published information on their
03:59:18 10 clinical trials.

03:59:23 11 Q. Do you consider Verinata to be positioned as
03:59:26 12 well as Ariosa in terms of commercial success?

03:59:34 13 A. I, again, don't have complete knowledge of how
03:59:36 14 Verinata has chosen to position their test. I think
03:59:40 15 Ariosa has significant competitive advantages over them.

03:59:44 16 Q. What are those?

03:59:45 17 A. Those are the similar ones that we have talked
03:59:47 18 about relative to Sequenom, the fact that we have a more
03:59:52 19 robust clinical trial program, that we provide a more
03:59:57 20 informative result, that we have a simplified process
04:00:05 21 for patients and doctors to use our test, and that we
04:00:12 22 are accessible to all women because we have made our
04:00:17 23 test more affordable.

04:00:18 24 Q. Is another advantage that Ariosa has over
04:00:20 25 Verinata that its commercial rollout is further along?

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STUELPNAGEL

04:00:27 2 A. I think the opposite is true. I think Verinata
04:00:31 3 would claim, and I think it's accurate, that they are
04:00:35 4 more commercially advanced than Ariosa.

04:00:38 5 Q. Why is that?

04:00:41 6 A. It's my understanding that they have soft
04:00:43 7 launched the test quite a while ago; that they have a
04:00:51 8 national reach today; that they have hired more than 20
04:00:56 9 sales force that are responsible for moding the tests to
04:01:02 10 those individuals that are trained and in the field.

04:01:06 11 Q. Does Verinata have a distribution partner like
04:01:10 12 Ariosa has LabCorp?

04:01:11 13 A. No. As far as I know, Verinata does not have a
04:01:16 14 distribution partner.

04:01:19 15 Q. Has Ariosa lost any sales to Verinata?

04:01:24 16 A. I don't know the answer to that.

04:01:32 17 Q. Do you know whether the reverse is true, that
04:01:37 18 Verinata has lost any sales to Ariosa?

04:01:39 19 A. I don't know the answer to that either.

04:01:46 20 Q. Do you believe that Ariosa's nationwide sales
04:01:52 21 force of 20 sales representatives will be as effective
04:02:00 22 for marketing as Ariosa's partnership with LabCorp?

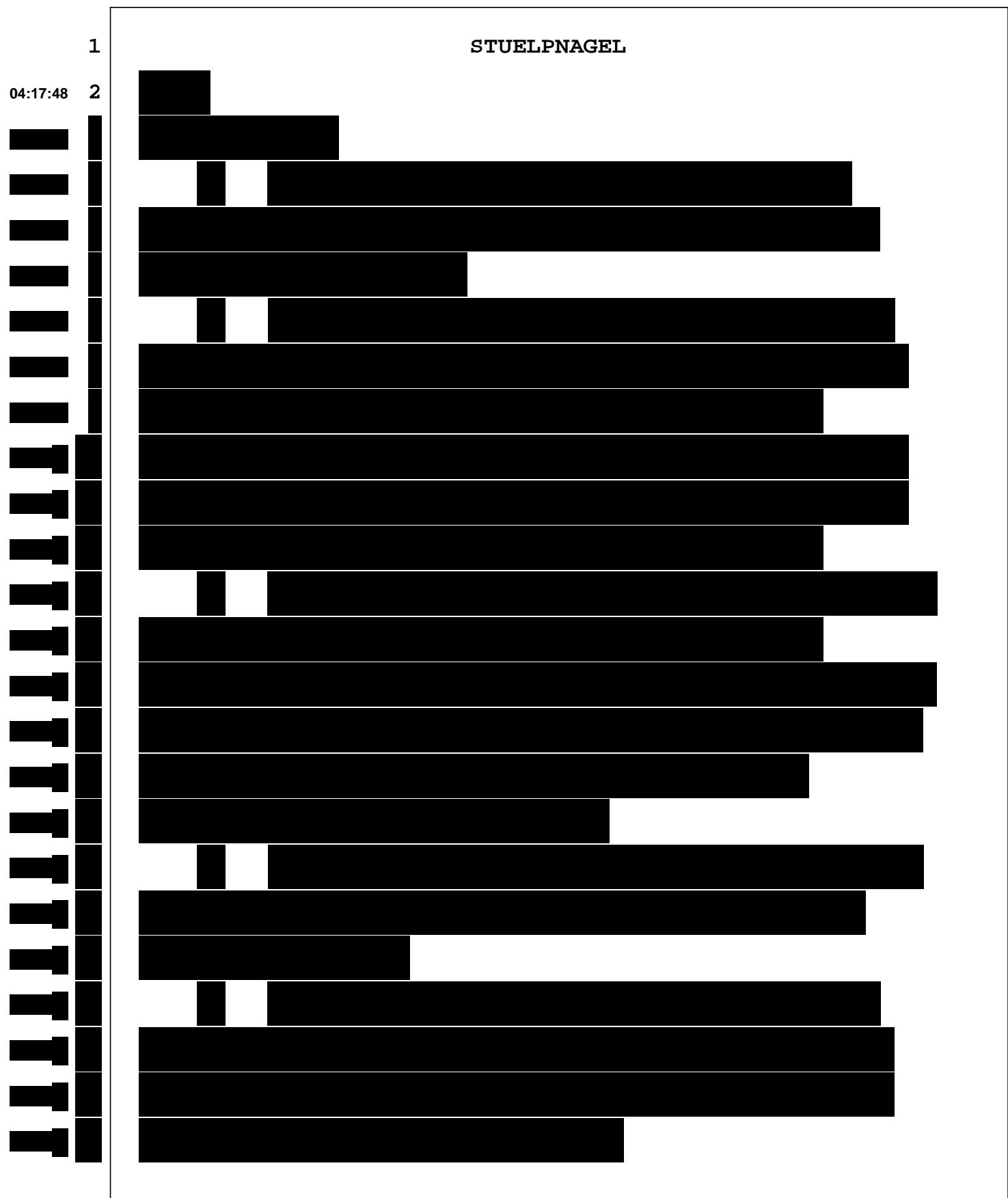
04:02:08 23 A. Just a correction, I think you referred to
04:02:12 24 Ariosa's 20-person sales force and I believe it was
04:02:15 25 Verinata's 20-person sales force that you meant to ask.

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04:14:45 2 (The record was read.)

04:14:46 3 THE WITNESS:

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04:22:16 2 which you can --

A.

04:22:17 3 A.

The figure consists of a vertical stack of 20 horizontal bars. Each bar is preceded by a small vertical black bar on its left side. The bars are of varying lengths, decreasing from top to bottom. The first bar is the longest, and the last bar is the shortest. The bars are arranged in a descending order of length from top to bottom.

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04:24:40 2

04:25:33 12 MR. ROTTER: We will mark the next exhibit,
04:25:35 13 which is 38.

(Exhibit No. 38 marked for identification.)

04:25:36 15 BY MR. ROTTER:

04:26:09 16 Q. Do you recognize Exhibit 38?

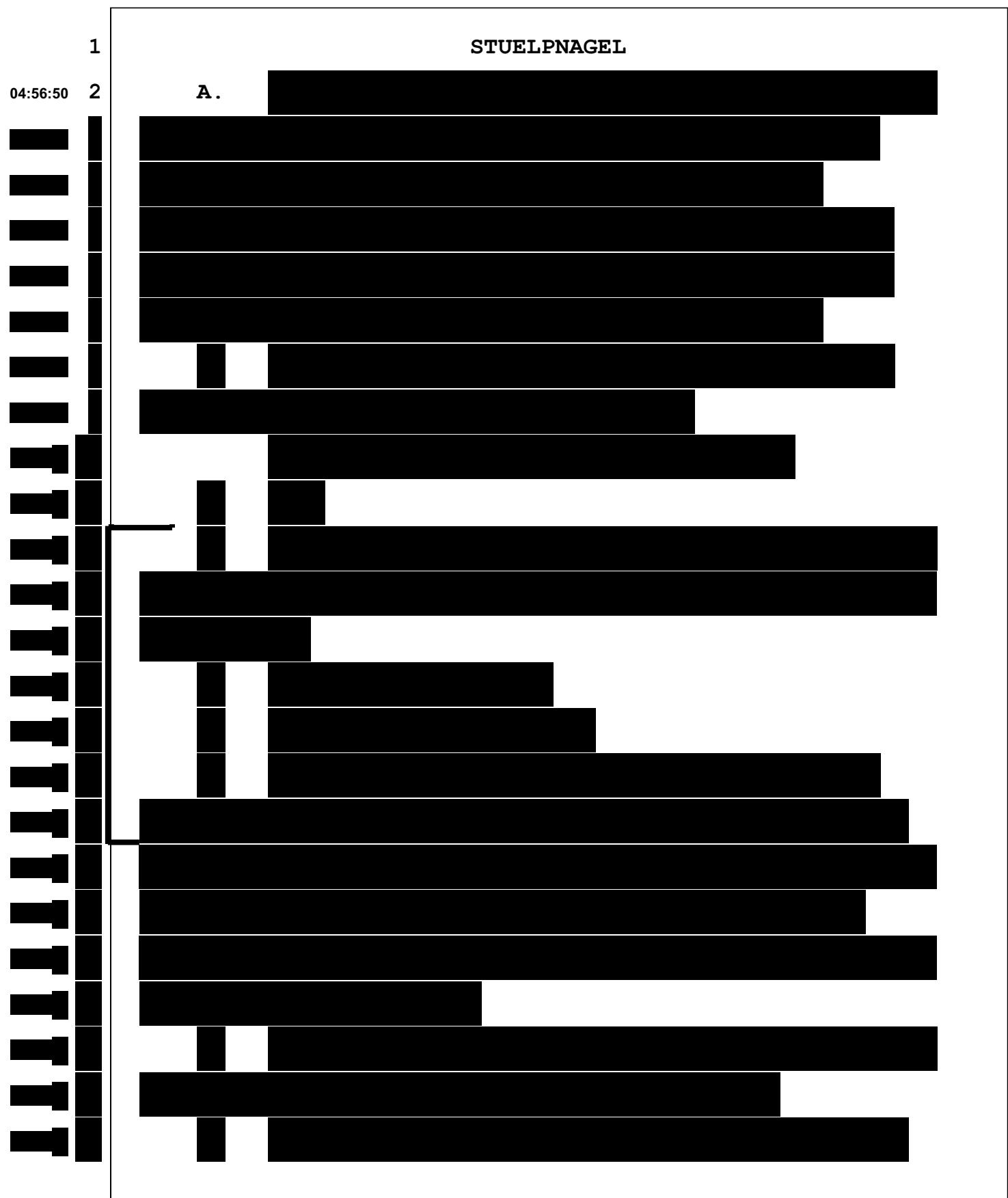
04:26:15 17 A. I recognize Exhibit 38.

04:26:17 18 Q. What is it?

04:26:17 19 A. It's an e-mail that I sent to an acquaintance
04:26:20 20 of mine named Chuck Ludlam.

04:26:27 21 Q. Do you see the second sentence where it says,
04:26:32 22 referring to Ariosa, "We have purposefully been quiet
04:26:36 23 and are surprised to see that we are even mentioned in
04:26:39 24 this story"?

04:26:40 25 A. I do see that.



CONFIDENTIAL PORTIONS

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STUELPNAGEL - CONFIDENTIAL

05:46:54 2

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06:46:08 2 THE WITNESS: Actually, not based upon the
06:46:09 3 first Sparks paper. In the first Sparks paper, we
06:46:13 4 actually had perfect separation between our affected
06:46:18 5 groups with T21 and T18 and our unaffected normal
06:46:25 6 average-risk population. So based upon that, we could
06:46:28 7 have used a Z score cutoff and had a 100 percent
06:46:32 8 sensitivity and 100 percent specificity in that study.

06:46:36 9 However, we don't think that that provides the
06:46:38 10 best result for the patients and the physicians. And so
06:46:43 11 by incorporating risk odds, we can individualize our
06:46:50 12 score and provide better information to those women and
06:46:53 13 to those physicians.

06:46:54 14 BY MR. ROTTER:

06:46:54 15 Q. And is it correct that the ability to provide
06:46:56 16 the risk odds and that individualized determination
06:47:00 17 depends on using the fetal fraction calculated from the
06:47:06 18 polymorphic DNA?

06:47:07 19 A. It requires the incorporation of percent fetal.
06:47:12 20 We believe that it needs to be done in a very precise
06:47:16 21 manner. One could conceivably calculate percent fetal
06:47:21 22 in a different way and not use polymorphic loci to do
06:47:26 23 that.

06:47:35 24 MR. ROTTER: Mr. Gindler, do you have any
06:47:39 25 questions for the witness?

ACKNOWLEDGMENT

STATE OF)
) ss.:
COUNTY OF)

7 I, JOHN R. STUELPNAGEL, DVM, hereby certify
8 that I have read the transcript of my testimony taken
9 under oath in my deposition; that the transcript is a
10 true, complete and correct record of my testimony, and
11 that the answers on the record as given by me are true
12 and correct.

JOHN R. STUELPNAGEL, DVM

18 Signed and subscribed to before
19 me, this _____ day of _____, 20__.

Notary Public, State of

1 C E R T I F I C A T E

2 STATE OF CALIFORNIA

3 COUNTY OF SAN DIEGO

4 I, Lynette Marie Nelson, Certified Shorthand
5 Reporter, in and for the State of California, Certificate
6 No. 11585, do hereby certify:

7 That the witness in the foregoing deposition was
8 by me first duly sworn to testify to the truth, the whole
9 truth, and nothing but the truth in the foregoing cause;
10 that the deposition was then reported by me in shorthand
11 and transcribed, through computer-aided transcription,
12 under my direction; and that the foregoing transcript, is
13 a true record of the testimony elicited and proceedings
14 had at said deposition.

15 I do further certify that I am a disinterested
16 person and am in no way interested in the outcome of this
17 action or connection with or related to any of the
18 parties in this action or to their respective counsel.

19 In witness whereof, I have hereunto set my hand
20 this 23rd day of May, 2012.

21
22
23 
24

25 Lynette Marie Nelson, CSR No. 11585